

Case study - an innovative approach to government IT contracting

THE CHALLENGE

How can governments fund back office system transformation, including IT improvements?

Working with CGI, a world leader in information technology and business process services, McGuireWoods Consulting came up with an innovative solution.

NEW PARTNERSHIPS

McGuireWoods Consulting worked with Virginia legislators to amend the public-private infrastructure law to include IT services.

Our team developed policy presentations, created the right messages and advocacy materials, and advised CGI on media and stakeholder engagement.

CGI then competed successfully for a contract to outsource the state's back office business systems. We helped CGI draft an innovative proposal and locate a technology service center in an area of the state that needed investments and jobs.

REAL RESULTS

The result was one of the largest IT contracts in state history!

Virginia has saved millions of dollars. And the service center employs more than 300 people in well-paying tech jobs.

McGuireWoods Consulting continues to work with CGI, bringing its services to localities and helping the company position itself as a good corporate citizen and national leader in technology.



For more than a decade, McGuireWoods Consulting's Strategic Communications team has provided innovative counsel, products and services to help clients achieve their marketing and public affairs goals.

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About McGuireWoods Consulting LLC

A public affairs firm with clients in the United States and emerging European markets, McGuireWoods Consulting LLC offers services in the areas of state and federal government relations, infrastructure and economic development, strategic communications, and grassroots and grassroots mobilization.